

RECOVERY WEEKLY CHECK-IN

WITH DMPED

Economic Recovery Updates

November 10, 2020

[CORONAVIRUS.DC.GOV/RECOVERY](https://coronavirus.dc.gov/recovery)

DMPED
OFFICE OF THE DEPUTY MAYOR FOR
PLANNING & ECONOMIC DEVELOPMENT

WE ARE
WASHINGTON
GOVERNMENT OF THE
DISTRICT OF COLUMBIA
DC MURIEL BOWSER, MAYOR

Welcome

**Deputy Mayor John Falcicchio,
Planning and Economic Development (DMPED)**

1863 Ventures

**Melissa Bradley, Managing Partner, 1863
Ventures**

1863 Ventures

Investing in New Majority Entrepreneurs and their communities

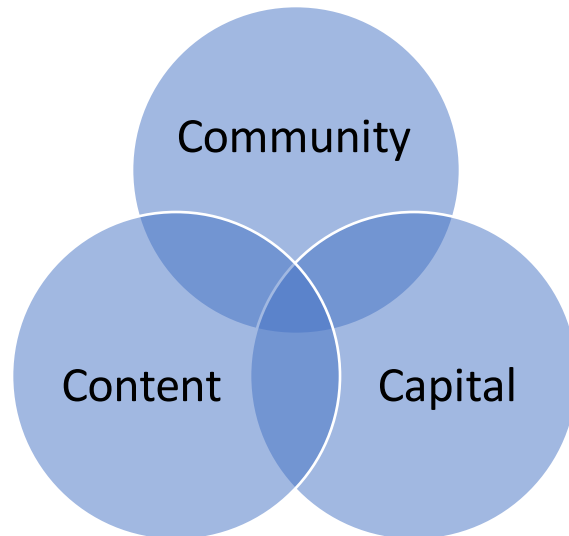
1863 Ventures is a business development program committed to accelerating New Majority entrepreneurs from high potential to high growth. Our goal is to create \$100B of new wealth by and for New Majority entrepreneurs by 2030.

2020

Our Value Proposition

1863 Competitive Advantages:

- Execution and outcomes and not pitching and optics.
- Rigorous finance and sales training.
- One of 12% of programs focused on scale
- Run by experienced entrepreneurs.
- Sector agnostic



1863 seeks to improve the country's economic security and GDP growth, increase community wealth in marginalized communities, and mitigate risk for people of color as the future of work becomes questionable for underserved communities

Purpose/Vision: Change the negative narrative about historical marginalized communities

Mission: Bridge the gap between entrepreneurship and equity - by race and gender

Goal: Decrease the wealth gap thru commerce and capitalism and promote economic and social mobility of marginalized communities

Strategy/objective: Create at least \$100B in new wealth by and for New Majority entrepreneurs

Program Outcomes 2019

Business Performance

\$53M

New revenue generated by
1863 members

1,377

New jobs created post-
graduation

41%

attracted new capital;

Entrepreneur Development

71%

changed or improved business
practice

65%

now run more profitable
business

65%

improved marketing or
branding

68%

better understand accounting
concepts and business
financials

Recover, Rebuild & Resilient (3Rs)

- The program is designed to ***couple capital and coaching*** to allow for entrepreneurs to access the two most important inputs for business survivability and growth.
- Goal is to engage 500 Black entrepreneurs in the District.
 - We expect this program to minimize the loss of existing businesses by at least 50-70%, as well as support new enterprises from those who are unemployed by 10-15%.
- By deploying the program in the District, we hope to reinforce the local economic vitality while contributing to a new national narrative about the resilience and relevance of Black businesses.

<https://1863ventures.net/3rs-dc>

DC Chamber of Commerce

Angela Franco, Interim President and CEO, DC
Chamber of Commerce



DC CHAMBER OF COMMERCE

The Voice for All Businesses in the District of Columbia

Follow us on Instagram & Twitter: @DCCHAMBER

Like us on Facebook & LinkedIn: DC Chamber of Commerce

About Us

- Our **Mission** is to be the most valuable resource and leading advocate for businesses throughout the District of Columbia.
- The DC Chamber of Commerce is a non-profit advocacy organization founded in 1938 that has for over 80 years dedicated its efforts to improving the climate of business in the District of Columbia.
- The DC Chamber of Commerce helps all businesses from small, start-up companies, not-for-profit organizations to large enterprises, serving over 1,000 members.
- Our membership spans each industry sector with a majority of our member-companies nearly 80% being small businesses.

What We Do



When business owners and corporate executives need business, political, social, intellectual or local resources they come to the DC Chamber. No matter what their size, they know they will get an experienced, respected ally with the resources and relationships to meet their needs. The DC Chamber of Commerce is highly regarded because no other business organization delivers what we do.

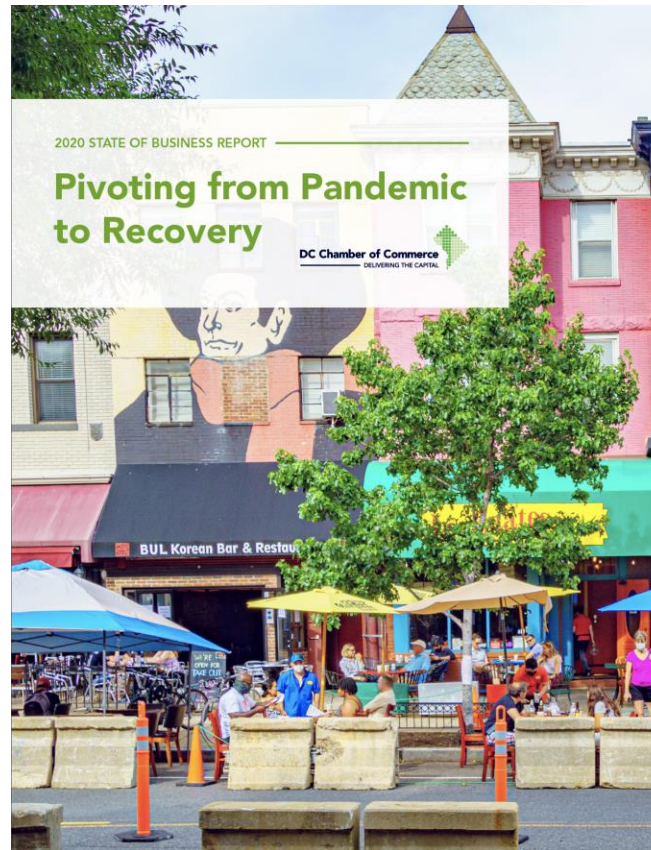
- **We Advocate** - Strive to reduce the cost of doing business through regulatory reform and work for changes in local laws.
- **We Connect & We Educate** - Provide members with tools to build their businesses, including educational outreach, networking, and procurement opportunities.

How We Enable Success

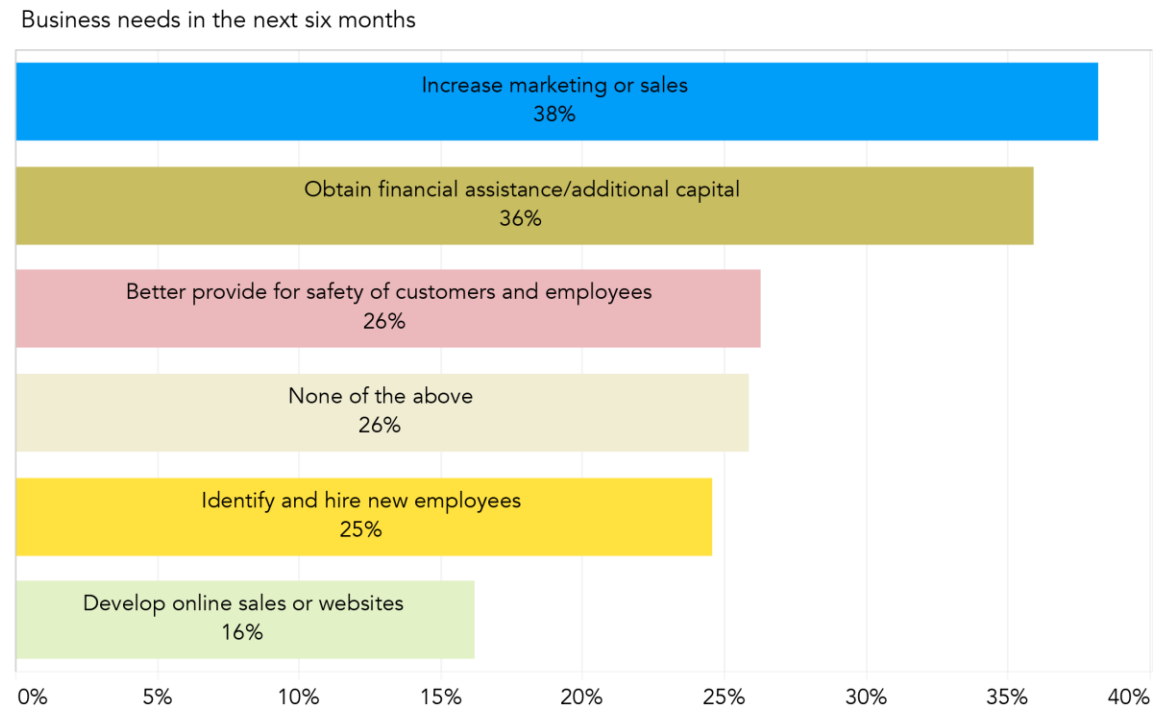
We provide crucial information about issues that affect your business.

- **Business Networking & Promotion** - Regular opportunities to meet and work with top business executives, owners and entrepreneurs from the Washington region.
- **Employer Advocacy Program** – complimentary legal advice and quarterly employment law seminars
- **DC Small Business Development Center** - Partners. Provides Business Consultation Services at No Cost in various functional areas of business.
- **International Business Development** – Position DC as a favorable location for foreign direct investment through collaborative trade missions.

DC Chamber of Commerce 2020 State of Business Report



Businesses report that in order to survive they would have to increase sales and marketing and will likely need more financial support, help navigating regulatory environment, training & technology resources to pivot in our current environment.



Source: U.S. Census Bureau Small Business Pulse Surveys Week ending August 15

New in 2021

Every day, the Chamber works hard to advocate for our members' interests and to produce valuable programming for our members. **Our 2020-2021 Programs are designed to support business recovery and return to work.**

- **Enhanced Business Development & Support** – Educational resources for business growth & concierge services for employer direction & support.
- **Expanded International Business Resources**
 - Promote export opportunities for DC area businesses and connect members with international trade resources
 - International Business Assistance Referrals & Virtual Foreign Trade Opportunities to help businesses go global
- **Increased Virtual Networking Opportunities** – Young Professionals Network and B2B Meetings
- **Small Business Online Bootcamps** – Training & Technical Assistance to Comply with PPP loans and Pivot in Covid-19 environment with tech firms and leading experts.

Get Connected



- Call us at 202.347.7201
- Email us at info@dcchamber.org

DC Chamber of Commerce

1133 21st Street, NW,
Suite M200,
Washington, DC 20036

Business Partner Remarks

Jacquay Henderson, Founder & CEO, Square
Peg Technologies, LLC

Greater Washington Hispanic Chamber of Commerce

Juan Jara, Chairman of Board, Greater Washington Hispanic Chamber of Commerce

DMPED Weekly Recovery Check-In



greaterwashington

hispanic chamber of commerce

910 17th Street, NW, Washington DC 20006

info@gwhcc.org

202-728-0352

Presented by Juan Jara

Chairman of the Board, Greater Washington Hispanic Chamber of Commerce

🐦 @GWHCC

📘 /THEGWHCC

🌐 GWHCC.ORG

MOVING BUSINESSES FORWARD

MISSION

Founded in 1976, the Greater Washington Hispanic Chamber of Commerce (formerly Ibero American Chamber) is a membership driven organization which supports the economic development of the Washington, DC metropolitan region by facilitating the success of Latino and other minority-owned businesses and communities through:

- Networking
- Advocacy
- Education

VISION

The Chamber envisions building a stronger business network for the competitive future of the region.

GWHCC FOUNDATION

The **GWHCC Foundation** is the **nonprofit arm** of the Greater Washington Hispanic Chamber of Commerce that **provides technical assistance** to low- and medium-income businesses and for more than 39 years has been helping minorities **open successful businesses and providing technical assistance** through its programs with the **Department of Housing and Community Development (DHCD), Mayor's Office on Latino Affairs (MOLA), Small Business Administration and Capital One.**

The Foundation seeks to strengthen the economic opportunities of small business owners by:

-  Improving and retaining existing small businesses
-  Guiding start-up entrepreneurs to begin and grow successful enterprises
-  Drawing more local customers who currently shop outside the area
-  Connecting businesses to certification opportunities

COVID-19

Minuto a Minuto: Estamos Contigo

Since March, the **Greater Washington Hispanic Chamber of Commerce** has been trying to gauge the impact of the Coronavirus (COVID-19) Pandemic on the region's small businesses.

To do this they have established a resource page called Minuto a Minuto: Estamos Contigo “Minute by Minute: We are with you” to provide the most **recent and updated information and recommendations** that businesses, employees, families and individuals can take to lessen the Coronavirus outbreak in the community.

These resources are distributed on: Social Media, Website, Weekly Open for Business Newsletter, Webinars and Virtual Events

SMALL BUSINESS TECHNICAL ASSISTANCE

Small businesses are facing extreme circumstances during this unprecedented time with the COVID-19. The GWHCC offered additional comprehensive support, from March to September 2020, to help **District of Columbia's business owners**, communities and employees grappling with the impact of COVID-19 by **deploying their consultants to meet urgent needs of small businesses** in need of flexible capital whether through grants, loans, or temporary shutdown technical assistance through its programs with the **Department of Housing and Community Development (DHCD), Mayor's Office on Latino Affairs (MOLA), Small Business Administration and Capital One.**



Improving and retaining existing small businesses



Guiding start-up entrepreneurs to begin and grow successful enterprises



Drawing more local customers who currently shop outside the area



Connecting businesses to certification opportunities



Research report:

Assessing Impacts of the COVID-19 Pandemic on Latino-Owned Businesses in the DC-Metro Region

In partnership with American University

As the **voice of Hispanic and minority-owned businesses** in the Washington metro area, the Greater Washington Hispanic Chamber of Commerce worked with researchers at **American University's Center for Latin American & Latino Studies** and its **Kogod School of Business** to evaluate the economic effects this pandemic had on Latino-owned businesses throughout our region.

Responses were **confidential** and the information provided helped collect data so that economic development organizations like ours, alongside our regional decision makers, can direct their resources to better address the needs of **Latino and minority businesses** during this difficult period.

The survey concuded with the release of the "**Assessing Impacts of the COVID-19 Pandemic on Latino-Owned Businesses in the DC-Metro Region**". This report summarizes findings from the 152 Latino business owners surveyed throughout the DC-metro region that addresses the impacts of the pandemic on their businesses. The survey, which can be found [here](#), was launched on April 28th and was in the field for approximately eight weeks. Survey results offer a snapshot of how Latino businesses are being affected by the Covid-19 crisis in our region, and of how they are seeking to adjust to direct impacts of the virus, public health requirements put in place in order to combat the virus, or loss of customers as people observe stay at home orders.

Chamber Studies and Surveys





FOLLOW US

What's new with the Chamber?
What are the upcoming events?

Follow us on Social Media!



twitter.com/gwhcc



facebook.com/TheGWHCC



instagram.com/gwhcc_dc



linkedin.com/company/greater-washington-hispanic-chamber-of-commerce



youtube.com/GWHCC

Use and follow our hashtags:

#GWHCCconnect

#GWHCC

#GWHCCSBTA

#joinGWHCC

**Sign up for our newsletter and
weekly e-blasts at www.gwhcc.org**

CFO Services Group

Address: 1101 Pennsylvania
Avenue NW Suite 300,
Washington, DC 20004

Phone: (888) 759-5333

Manny Cosme

President and CEO

CFO Services Group specializes in providing management accounting solutions for your small, new, or growing business. Our management accounting services are structured to relieve pain, save time, provide insight and free you to get back to business.

Our professionals work with you on a day-to-day basis to provide valuable real-time feedback, handle your books and head off problems. We are not cookie-cutter service providers or a canned software solution. We enhance your team with our own senior-level bookkeepers, controllers and an experienced and approachable chief financial officer

Business Partner Remarks

Manny Cosme, President & CEO, CFO Services
Group

Greater Washington Black Chamber of Commerce

**Tene Dolphin, President, Greater Washington
Black Chamber of Commerce**



Greater Washington
Black Chamber
of Commerce

@GWBCC

The Greater Washington Black Chamber of Commerce





- The GWBCC was founded in 2017.
- The Chamber is committed to promoting Black business growth in the Greater Washington, DC community by providing resources that increase revenue through contracting, partnering and investing.
- The GWBCC is a member of the U.S. Black Chambers, Inc.
- We are excited to collaborate with existing Chambers and other Black chambers in the District of Columbia metropolitan area.

Mission

To promote black business growth in the District of Columbia through the facilitation of business opportunities and education.

Vision

To be the leading voice for black business and, more importantly, to enable the growth in revenue \$100M black-owned businesses in Washington, DC

Increase

Increase black-owned business revenue in the District of Columbia

Encourage

Encourage growth in the number of black-owned businesses in the District of Columbia

Promote

Promote greater black-owned business participation in local and federal government contracting

Represent

Represent black-owned businesses in an ethical and transparent manner

Advocate

Advocate on behalf of the common business interest of our membership to government and industry stakeholders

Recruit

Recruit the largest professional membership of black-owned businesses

Track, monitor and disseminate

Track, Monitor and Disseminate data related to black-owned businesses

Facilitate

Facilitate access to capital and bonding for black-owned business in the District of Columbia



Greater Washington
Black Chamber
of Commerce

@GWBCC



**BUSINESS
OPPORTUNITIES**



INFORMATION



ACCESS



ADVOCACY

Our Response

- Education and Information
- Advocacy for local initiatives
- Strategic partnerships with focus on recovery and resilience

Information and Education

- PPP and EIDL
- List of Banking Options

Advocacy

- BSA and Equity Working Group
- 100M to businesses impacted by COVID
- Mayor's Re-Open Task Force

Strategic Partnerships

- Black Coalition Against Covid 19
- Washington Informer
- MOAA
- USBC- By Black Conference and Initiative

How To Connect!

www.GWBCC.org

LinkedIn, Twitter, Facebook and Instagram [@GWBCC](#)

Register for **By Black!**

www.byblack.us

Tene Dolphin, Executive Director
tdolphin@gwbcc.org

Business Partner Remarks

Luigi Leblanc, Vice President, Zane Networks LLC

Open Discussion

Q & A

CORONAVIRUS.DC.GOV/RECOVERY

CORONAVIRUS.DC.GOV

IDMPED
OFFICE OF THE DEPUTY MAYOR FOR
PLANNING & ECONOMIC DEVELOPMENT

WE ARE
WASHINGTON
GOVERNMENT OF THE
DISTRICT OF COLUMBIA
DC MURIEL BOWSER, MAYOR